

Message Text

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ACTION EB-11

INFO OCT-01 EA-11 ISO-00 SS-20 L-03 NSC-07 SSO-00 NSCE-00

USIE-00 INRE-00 CAB-09 CIAE-00 COME-00 DODE-00 DOTE-00

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O 021137Z JUL 74

FM AMEMBASSY SINGAPORE

TO SECSTATE WASHDC IMMEDIATE 0850

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E.O. 11652: N/A

TAGS: ETRN, SN

SUBJ: CIVAIR: US-SINGAPORE NEGOTIATIONS

1. NEGOTIATIONS OPENED ON MONDAY, JULY 1, WITH GOSDEL TABLING AGREEMENT TEXT LARGELY DERIVED FROM 1970 CONSULTATIONS. USDEL TABLED STANDARD FORM. PRINCIPAL DIFFERENCE APPEARS TO BE MULTIPLE DESIGNATION WHICH NOT PROVIDED FOR IN SINGAPORE DRAFT. AFTER DISCUSSION ON TUESDAY US STANDARD FORM, INCLUDING ARTICLE 6B, WAS ACCEPTED WITH ONLY MINOR CHANGES.

2. RE ROUTES, IN DISCUSSION MONDAY AND TUESDAY PRIOR TO TABLING OF ROUTES GOSDEL ARGUED FOR MAXIMUM FLEXIBILITY TO PERMIT VIABLE OPERATIONS OF RESPECTIVE CARRIERS. USDEL POINTED OUT THAT USG HAD BEEN ADVOCATING THIS LINE FOR YEARS BUT HAD BEEN MET BY STRINGENT RESTRICTIONS ON PART OF GOS. IN ANY EVENT, OTHER IMPORTANT CRITERIA INCLUDED ECONOMIC BALANCE OF THE AGREEMENT AND AVAILABILITY OF REASONABLE LEVELS OF THIRD AND FOURTH FREEDOM TRAFFIC. GOSDEL FINALLY PRESENTED ORALLY FOLLOWING ROUTE PROPOSAL: "FROM SINGAPORE VIA BANGKOK, MANILA, TAIPEI, HONG KONG, OSAKA, TOKYO, SEOUL AND VANCOUVER TO HONOLULU, SAN FRANCISCO, LIMITED OFFICIAL USE

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LOS ANGELES AND ANOTHER US POINT TO BE SELECTED BY SINGAPORE."

(VANCOUVER WOULD BE INTERMEDIATE TO WEST COAST POINTS AND A POINT BEYOND HONOLULU.)

3. USDEL TABLED FOLLOWING ROUTE PROPOSAL: "FROM THE UNITED STATES VIA (A) JAPAN, CHINA, PHILIPPINES, HONG KONG, VIETNAM, THAILAND, MALAYSIA (B) FIJI, POINTS IN SOUTH PACIFIC NEW ZEALAND, AUSTRALIA, INDONESIA TO SINGAPORE AND BEYOND VIA 1. POINTS ABOVE TO THE UNITED STATES, AND 2. POINTS IN MALAYSIA, THAILAND, INDIA AND BEYOND VIA INTERMEDIATE POINTS TO THE UNITED STATES." (UNITED STATES POINTS HAWAII, AMERICAN SAMOA AND GUAM MAY BE SERVED AS POINTS OF ORIGIN OR DESTINATION OR AS INTERMEDIATE POINTS.) GOSDEL PREFERRED COLUMNAR ROUTE AND REQUESTED CLARIFICATION ON CHINA AND VIETNAM. THEY INDICATED STRONG PREFERENCE TO LIST ALL BEYOND POINTS AND NOTED THAT PROPOSED ROUTE DESCRIPTION WOULD PERMIT PAN AMERICAN TO SERVE VIRTUALLY ANY POINT BEYOND INDIA. USDEL INDICATED WILLINGNESS TO LIST BEYOND POINTS AND MADE ARGUMENT THAT NEED BROAD ROUTE FOR FLEXIBILITY ALTHOUGH CHANCES SLIM THAT ALL WOULD BE OPERATED.

4. USDEL MADE TRADITIONAL ARGUMENT THAT WHILE PRIMARY MARKET AFFORDS EACH SIDE EQUAL OPPORTUNITY, FIFTH FREEDOM ACCESS WOULD BE HEAVILY IN SINGAPORE'S FAVOR, E.G. JAPAN-HONOLULU-SAN FRANCISCO \$387, HONG KONG-HONOLULU/SAN FRANCISCO \$7.3M MANILA-HONOLULU/SAN FRANCISCO \$7.3M. USDEL CONCLUDED THAT JAPAN THEREFORE REPRESENTED SUCH VALUE THAT US WOULD BE UNABLE TO ACT FAVORABLE ON ITS INCLUSION IN ROUTE FOR SINGAPORE. GOSDEL RESPONDED THAT IF JAPAN OMITTED THERE WOULD BE LITTLE REASON TO OPERATE TO UNITED STATES AND REQUESTED THAT USDEL RECONSIDER.

5. COMMENT: APPEARS CLEAR THAT DEAL FOR BIG PACKAGE NOT POSSIBLE. GOSDEL HAS STATED THAT WITHOUT JAPAN NO DEAL IS POSSIBLE BUT THIS MUST BE TESTED. WHILE USDEL DOES NOT CONSIDER IT ESSENTIAL TO AGREE ON ROUTE SCHEDULE AT THIS TIME, IT IS POSSIBLE THAT LIMITED AGREEMENT ON ROUTE SCHEDULE WOULD BE NEGOTIABLE AND IN US INTEREST. AS FALLBACK WE MIGHT PROPOSE CENTRAL PACIFIC ROUTE FOR EACH SIDE WITH US GETTING GUAM, MANILA, HONG KONG, KUALA LUMPUR, JAKARTA, DENPASAR AND BANGKOK AND GOS GETTING MANILA AND/OR TAIPEI TO HONOLULU LIMITED OFFICIAL USE

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AND WEST COAST POINT. MIGHT ALSO INCLUDE ALL CARGO ROUTING VIA TOKYO. IF THIS DOES NOT SELL, USDEL SUGGESTS WE PROPOSE LEAVING ROUTE SCHEDULE TO BE NEGOTIATED LATER AND TRY TO WORK OUT INTERIM "BARE BONES" DEAL FOR EACH SIDE PERHAPS ON THREE AND FOUR FREEDOM BASIS PLUS SOME ALL-CARGO ACCESS. WE HAVE NOT OBTAINED ANY GUIDANCE FROM PAA HERE SO PAA WASHINGTON SHOULD BE CLEARED ON THIS.

6. ACTION REQUESTED: WASHINGTON COMMENTS AND
RECOMMENDATIONS ON COURSE OF ACTION SUGGESTED ABOVE.
GRANT

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